

Message Text

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PAGE 01 BRUSSE 03952 131723Z

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 L-03 DODE-00 INR-10 NSAE-00

RSC-01 TRSE-00 AEC-11 CIAE-00 COME-00 CAB-09 FAA-00

MC-02 RSR-01 /074 W

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P R 131645Z JUL 73

FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC PRIORITY 8100

INFO AMEMBASSY PARIS

LIMITED OFFICIAL USE BRUSSELS 3952

E.O. 11652: N/A

TAGS: ETRN, ETRD, BE

SUBJ: SABENA TO BUY BOEINGS

REF: BRUSSELS 3915

1. BELGIAN CABINET DECIDED AT JULY 13 MEETING TO AUTHORIZE SABENA TO PURCHASE TEN BOEING 737 AIRCRAFT RATHER THAN FRENCH MERCURES. BOEING HAS AGREED TO MINIMAL ECONOMIC COMPENSATION OF 5 PERCENT OF \$60 MILLION PURCHASE PRICE (OR \$3 MILLION) IN FORM OF ORDERS PLACED WITH BELGIAN FIRMS SABCA, FAIREY AND FABRIQUE NATIONAL.

2. BOEING REPS CALLED AT EMBASSY PRIOR TO DECISION TO EXPRESS APPRECIATION FOR EMBASSY SUPPORT. THEY INFORMED US THAT DURING JULY 12 MEETINGS (SEE REFTE) WITH GOB MINISTERS, THEY TOOK FIRM LINE ON NOT INCREASING COMPENSATION AMOUNT, ON PLACING ORDERS WITH BELGIAN FIRMS ONLY ON PRICE-COMPETITIVE BASIS, AND ON NOT EXTENDING JULY 13 DEADLINE. BOEING REPS TOLD US THAT IF SABENA DID NOT MAKE 737 PURCHASE, THERE WAS READY MARKET FOR PLANES ELSEWHERE, INCLUDING FIRM PLANS OF FRENCH TO BUY THREE OF THEM IF BELGIANS DECIDED TO BUY MERCURES.
STRAUSZ-HUPE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRLINES, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 13 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BRUSSE03952
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: BRUSSELS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730736/aaaabagg.tel
Line Count: 52
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 73 BRUSSELS 3915
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 29 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29-Aug-2001 by smithrj>; APPROVED <01-Nov-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SABENA TO BUY BOEINGS
TAGS: ETRN, ETRD, BE, SABENA
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005